

Message Text

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13

ACTION NEA-05

INFO OCT-01 EA-07 ISO-00 EB-05 DRC-01 RSC-01 /020 W

----- 102356

R 180440Z APR 74

FM AMCONSUL KARACHI

TO USDOC WASHDC

SECSTATE WASHDC 8033

AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

AMEMBASSY SINGAPORE

UNCLAS KARACHI 0873

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: PROCEDURE FOR SUBMISSION OF FOREIGN

GOVERNMENT TRADE OPPORTUNITIES

REF: STATE A-1168

1. OUR PROCEDURE IN PAST FOR SUBMISSION OF FOREIGN GOVERNMENT TENDERS (FGTS) HAS BEEN TO SEND TELEGRAPHIC REPORT FOLLOWED BY A SUBMISSION OF TENDER DOCUMENTS BY AIR POUCH AS REQUIRED BY REFAIR. POST USUALLY OBTAINS ONE COMPLIMENTARY COPY OF FGT DOCUMENTS. ONE SET PHOTOSTATIC COPIES OF TENDER DOCUMENTS WERE ROUTINELY SENT TO ALL FOLLOWING ADDRESSEES FOR FOLLOWING REASONS:

SECSTATE - INFO ONLY; AMEMBASSY ISLAMABAD AND AMCONSUL LAHORE - INFO AND TO MAKE TENDERS AVAILABLE TO AMERICAN BUSINESSMEN WHO MAY POSSIBLY BE VISITING THOSE POSTS; AMEMBASSY BEIRUT, TEHRAN AND SINGAPORE - DOCUMENTS SENT THESE POSTS AS THEY ARE SIGNIFICANT COMMERCIAL CENTERS WITH REGIONAL OFFICES OF AMERICAN FIRMS WHICH MAY BE INTERESTED IN BIDDING ON TENDER REQUEST. FIVE PHOTOSTATIC COPIES OF TENDER DOCUMENTS WERE POUCHEO TO USDOC AS REQUESTED IN REFAIR.

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2. WE HAVE BEEN INFORMED THAT NEITHER FUNDS NOR FACILITIES ARE AVAILABLE TO SUPPORT CONTINUED PHOTOSTATIC REPRODUCTION BY POST OF TENDER DOCUMENTS, WHICH USUALLY CONTAIN TWENTY OR THIRTY PAGES. WE ANTICIPATE SIGNIFICANT NUMBER OF TENDERS IN FUTURE (WE HAVE 13 PENDING AT PRESENT) AND BECAUSE EXTRA COPIES OF TENDER DOCUMENTS USUALLY COST \$10 (AND FREQUENTLY \$20). THE FUNDS ALLOWED IN REPAIR (\$40 MAXIMUM) WOULD NOT BE SUFFICIENT TO PURCHASE ADDITIONAL COPIES FOR ALL ADDRESSEES. THEREFORE WE WILL ADOPT FOLLOWING PROCEDURE IN THE FUTURE; ONE SET OF TENDER DOCUMENTS WILL BE SENT TO USDOC WHERE FURTHER REPRODUCTION MAY BE CARRIED OUT AS NEEDED; ONE PHOTOSTATIC COPY OF TENDER DOCUMENTS WILL BE SENT TO AMEMBASSY BEIRUT SINCE WE ARE AWARE THAT BEIRUT TRADE CENTER UTILIZES THIS INFORMATION IN ONGOING TRADE PROMOTIONAL PROGRAM WITH BEIRUT OFFICES OF AMERICAN FIRMS. NO OTHER COPIES OF TENDER DOCUMENTS WILL BE POUCHED TO ANY ADDRESSEE.

3. ACTION REQUESTED: IF THIS PROPOSED PROCEDURE UNACCEPTABLE TO ANY ADDRESSEES OF THIS CABLE, THEY ARE REQUESTED TO ADVISE US AT ONCE OF THEIR REQUIREMENTS. IF NUMBER OF REQUIRED COPIES OF TENDER DOCUMENTS IS LARGE, POST WILL BE FORCED TO SEEK ADDITIONAL FUNDS FROM USDOC.
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Message Attributes

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